

MBE University and Prince George's County
Conference & Expo



AGENDA



Wednesday, November 12, 2014

Track 1	Prince George' County
Track 2	State of Maryland
Track 3	Private Sector

8:00 am – 11:30 am		Conference Registration
8:00 am – 1:00 pm	Exhibits Open	Expo Hall & Networking (Potomac Room)
8:00 am – 12:00 pm		Matchmaking Registration

9:15 am – 1:10 pm		Matchmaking Sessions (Room 1105)		
		Workshop Session 1		
9:00 am – 10:15 am	Workshops	Are You Certifiable?	Bottom Line: Understanding MBE Rights/Responsibilities	Power of Social Media: How to Tweet, Post & Share Your Way to New Business
		Workshop Session 2		
10:30 am – 11:45 am		Inside Scoop: Essentials for Winning the Bid	Ripe On the Vine: How to Grab the Low-hanging Fruit	The Price is Right: How to Create a Competitive Pricing Strategy
		Workshop Session 3		
12:00 pm – 1:15 pm		It's Showtime! Ready for Contract Delivery	Global Entrepreneurship: Developing Small Business Without Borders	Let's Make a Deal: The Art of Negotiations
1:15 pm		Expo Hall Closes Matchmaking Ends		

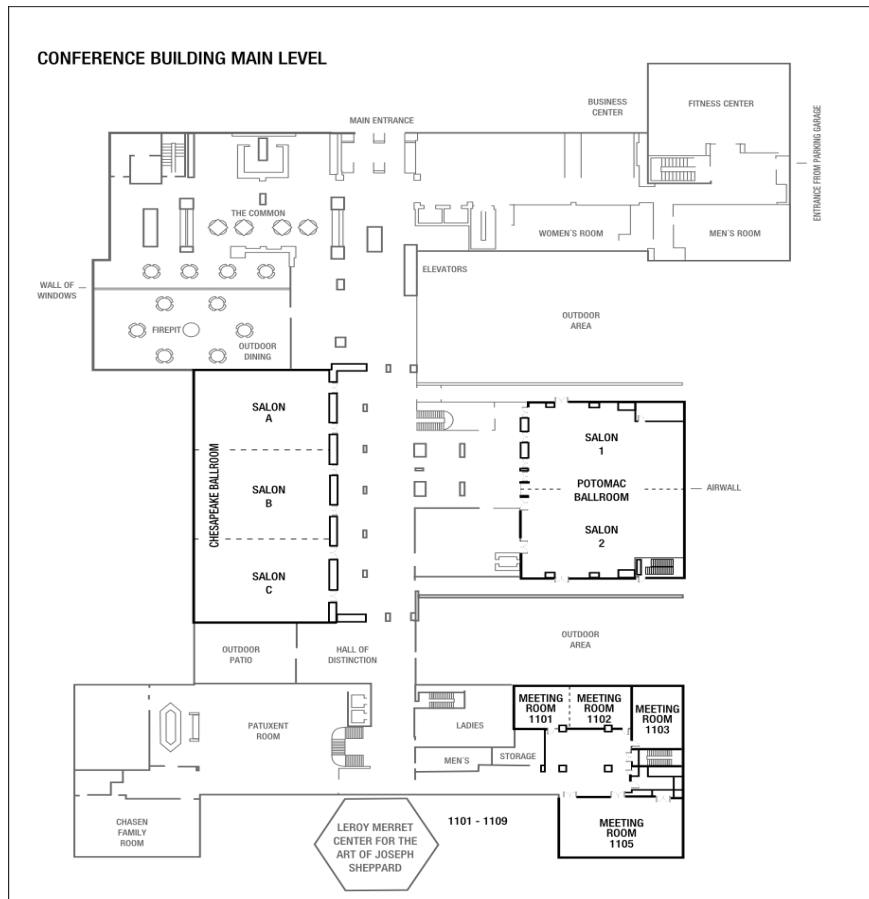


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1:15 p m – 3:00 p m		Keynote Luncheon (Chesapeake Ballroom)
1:30 p m – 1:45 p m	Keynote Luncheon & Bonus Session	Dignitary Remarks
1:45 p m – 2:45 p m		Keynote Address: Robert L. Wallace
3:00 p m – 4:15 p m		Bonus Session Procurement Connections (Chesapeake Ballroom)

Conference Center Floor Plan



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